

Message Text

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64

ACTION NEA-12

INFO OCT-01 ADP-00 EB-11 STR-08 AGR-20 CIAE-00 INR-10

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R 011500Z SEP 73 ZEL

FM AMCONSUL KARACHI

TO SECSTATE WASHDC 7505

USDOC WASHDC

INFO AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

UNCLAS KARACHI 1675

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: TEXTILE MACHINERY TRADE MISSION IN PAKISTAN

REF: STATE 170948

1. REFTEL STATES COMMERCE PLANNING TEXTILE MACHINERY TRADE MISSION TO PAKISTAN FOR THREE WORKING DAYS ONLY, "ONE IN KARACHI AND TWO ADDITIONAL DAYS IN TWO OTHER CITIES IN PAKISTAN", ALTHOUGH USDOC 11911 STATED THIS TRADE MISSION SCHEDULED VISIT PAKISTAN FOR EIGHT DAYS, FROM JANUARY 7-14.

2. OUR REASONS FOR RECOMMENDING THAT COMMERCE STICK TO SCHEDULE AS DETAILED IN USDOC 11911 ALREADY TRANSMITTED ON SEPTEMBER 1, 1973 (KARACHI 1674) SINCE WE ESTIMATE MINIMUM FIVE WORKING DAYS REQUIRED FOR ADEQUATE COVERAGE PAKISTAN BY TRADE MISSION AND SINCE WE ALSO BELIEVE "ONE NIGHT STANDS" AT THREE DIFFERENT CITIES WOULD SEVERELY REDUCE USEFULNESS OF MISSION, WE BELIEVE MISSION SHOULD CONCENTRATE IN KARACHI AND LAHORE IF ITS TIME TO BE SO SEVERELY CIRCUMSCRIBED. TWO MAIN TEXTILE MANUFACTURING AREAS IN PAKISTAN ARE KARACHI AND VICINITY, AND LAHORE AND VICINITY (WHICH FOR THIS PURPOSE WOULD INCLUDE LYALLPUR). THIRD AND LESS IMPORTANT AREA AT PESHAWAR-KOHAT IN NWF PROVINCE.

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3. ALTHOUGH CONGEN HAS RECEIVED NO DIRECT COMMUNICATIONS FROM US TEXTILE MACHINERY COMPANIES RECENTLY EXPRESSING INTEREST IN MARKETING THEIR PRODUCTS IN PAKISTAN, THE LACK OF SUCH COMMUNICATIONS IS NO INDICATION THAT US TEXTILE MACHINERY PRODUCERS NOT INTERESTED IN THIS MARKET, SINCE GREAT MAJORITY ALREADY REPRESENTED BY COMPETENT LOCAL AGENTS WITH WHOM THEY ARE IN CONTACT DIRECTLY. WE UNDERSTAND FROM MR. TAHER PUNJWANI, MANAGING DIRECTOR OF MECHANICA, LTD THAT THE FOLLOWING FIRMS WHICH HE REPRESENTS ARE ALL INTERESTED IN THE PAKISTANI MARKET: WHITIN MACHINE WORKS, NORTH CAROLINA; ROCKWELL INTERNATIONAL, TEXTILE MACHINERY DIVISION, MASS.; CROMPTON KNOWLES INTERNATIONAL, MASS.; RODNEY HUNT COMPANY, MASS.; ABBOTT MACHINE COMPANY, INC., S. CAROLINA; ASHWORTH BROTHERS, INC., S. CAROLINA; JAMES HUNTER MACHINE CO., MASS.; ARMSTRONG CORK COMPANY, LANCASTER, PA.; SOUTH CAROLINA MACHINE CO., GREENVILLE, S. CAROLINA; B.S. PERKINS, MASS.; MARSHALL AND WILLIMS COMPANY, PROVIDENCE, R.I. WE HAVE ALSO BEEN INFORMED BY MR. KHALID HUSSAIN, CHAIRMAN OF AHS AND COMPANY, THAT THE FOLLOWING FIRMS, WHICH HE REPRESENTS IN PAKISTAN, ALSO ARE ACTIVELY INTERESTED IN THIS MARKET: SACO-LOWELL, S. CAROLINA; BAHNSON, S. CAROLINA; WEST POINT FOUNDRY & MACHINE CO., GA.; JOHN D. HOLLINGWORTH ON WHEELS, S. CAROLINA; FIBRE CONTROLL INTERNATIONAL, LTD., GASTONIA, N. CAROLINA. BELIEVE ALL ABOVE FIRMS WOULD HAVE REASON TO RESPOND FAVORABLY TO COMMERCE APPEAL FOR CATALOGS FOR CATALOG EXHIBIT HERE. BRYANT

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